

# Barry Wishner

## Stimulates Fresh Thinking

## How Does Your Leadership IQ Measure Up?

	YES	NO
1. Do you currently attack and challenge all business assumptions?	<input type="checkbox"/>	<input type="checkbox"/>
2. Do you answer all incoming calls and e-mails within 24 hours?	<input type="checkbox"/>	<input type="checkbox"/>
3. Do you look at reality straight in the face and act upon it with a sense of urgency?	<input type="checkbox"/>	<input type="checkbox"/>
4. Do you have a tendency to ignore what is being done for what should be done?	<input type="checkbox"/>	<input type="checkbox"/>
5. Do you focus on plans and management theories instead of making sure you have the right people to achieve the results you want?	<input type="checkbox"/>	<input type="checkbox"/>
6. Do you make decisions in a vacuum?	<input type="checkbox"/>	<input type="checkbox"/>
7. Do you have a plan in place to develop leadership in your company?	<input type="checkbox"/>	<input type="checkbox"/>
8. Does what you do truly matter and have value to the company? Customer?	<input type="checkbox"/>	<input type="checkbox"/>
9. Do you create too many priorities so that you and your people are overwhelmed and don't know which ones to tackle first?	<input type="checkbox"/>	<input type="checkbox"/>
10. When you are faced with a new question, do you reply with old answers?	<input type="checkbox"/>	<input type="checkbox"/>
11. Are you more concerned with the number of ideas that are generated than the number of ideas which are implemented?	<input type="checkbox"/>	<input type="checkbox"/>
12. Do you have big plans and long term goals that never come to pass because you get bogged down with your daily activities?	<input type="checkbox"/>	<input type="checkbox"/>

	<b>YES</b>	<b>NO</b>
13. Have strategic plans become a ritual?	<input type="checkbox"/>	<input type="checkbox"/>
14. Do you have the right people on the bus, people who are doers vs. talkers?	<input type="checkbox"/>	<input type="checkbox"/>
15. Do you feel tired and drained and can't figure what went wrong?	<input type="checkbox"/>	<input type="checkbox"/>
16. Do you ever find yourself in situations where it feels like the left hand doesn't know what the right hand was doing?	<input type="checkbox"/>	<input type="checkbox"/>
17. Do you have a system in place to communicate new plans, strategies and initiatives to employees throughout the organization.	<input type="checkbox"/>	<input type="checkbox"/>
18. Do you hold employees accountable for achieving the company goals?	<input type="checkbox"/>	<input type="checkbox"/>
19. When making decisions do you — focus more on the possibilities than on the limitations?	<input type="checkbox"/>	<input type="checkbox"/>
20. Is everyone on board with your plans and strategies and pulling in the same direction?	<input type="checkbox"/>	<input type="checkbox"/>

**Answers:**

**More than 15 correct answers:**  
They're ready to produce a reality show about you. "Most Admired Leader"

**11 to 15 correct answers:**  
You're a take charge leader who creates their own future.

**6 to 10 correct answers:**  
You're a leader who is comfortable with the status quo.

**5 or fewer correct answers:**  
You're a complacent leader who ignores changes in the environment.

If you have...

1.Y 2.Y 3.Y 4.N 5.N 6.N 7.Y 8.Y 9.N 10.N 11.N  
12.N 13.N 14.Y 15.N 16.N 17.Y 18.Y 19.Y 20.Y